	New Mbr	VOLUME	Premium	CWA	Policy Count	Avg Days Pending	Production Credit
KAITLYNN REEDER	1	25,000	151.75	12.90	1	27.00	151.75
REBECCA LUREEN	2	275,000	2,397.50	1,682.64	3	41.67	2,397.50
Totals for: DAKOTAS	3	300,000	2,549.25	1,695.54	4	38.00	2,549.25
ELAN CRAYTON	8	116,000	4,656.48	0.00	8	8.88	4,460.62
HALEY PULLEN	7	163,000	3,244.28	0.00	7	6.86	3,174.47
KRISTIAUNA THOMAS	13	206,000	5,361.08	0.00	13	15.92	5,221.45
Totals for: DIRECT	28	485,000	13,261.84	0.00	28	11.64	12,856.54
BETTERLIFE	0	10,000	164.44	0.00	1	16.00	158.10
Totals for: HOME OFFICE	0	10,000	164.44	0.00	1	16.00	158.10
TIMOTHY DOWSEY	0	11,000	1,708.56	0.00	2	3.00	1,655.66
Totals for: INDENDEPENT	0	11,000	1,708.56	0.00	2	3.00	1,655.66
SCOTT ANDERSON	1	25,000	196.90	0.00	1	25.00	196.90
CAROLYN BAETEN	4	1,000,000	5,586.71	142.93	7	22.29	5,586.71
MICHAEL BROWN	0	134,000	65,791.52	0.00	2	25.00	6,579.15
ROBERT FIRCHOW	0	312,070	183,143.69	0.00	2	29.00	18,314.37

	New Mbr	VOLUME	Premium	CWA	Policy Count	Avg Days Pending	Production Credit
HEATHER GONSKA	1	9,771	6,988.63	0.00	1	17.00	698.86
BETH KLISMITH	1	100,000	1,168.00	1,168.00	1	49.00	1,168.00
RANDALL KOLARIK	1	50,000	464.16	38.68	1	12.00	455.00
CHARLENE MCCOY	1	20,000	1,108.56	92.38	1	25.00	1,074.20
SCOTT MOAN	0	25,000	1,522.32	126.86	1	18.00	1,492.50
DEREK ROACH	1	29,000	1,721.70	146.34	1	7.00	1,721.70
DIANE ROOK-JOHNSON	0	50,000	2,173.08	0.00	2	6.00	2,130.50
DALBERT STEELE	2	100,000	2,352.72	69.23	2	9.50	2,306.50
DEAN WATERS	0	15,000	2,631.24	0.00	1	6.00	2,549.70
Totals for: INDEPENDENT	12	1,869,841	274,849.23	1,784.42	23	19.74	44,274.09
SAMANTHA CLEMINS	0	30,000	800.54	0.00	2	9.50	790.20
STEVEN ERNST	1	1,000,000	1,470.00	0.00	1	18.00	1,470.00
AMANDA OLDENBURG	2	50,000	515.50	0.00	2	27.00	515.50
RYAN RAEDER	0	183,771	37,161.93	0.00	4	11.50	5,222.60
PABLO RUIZ VARGAS	2	100,000	473.16	41.00	2	14.00	492.00
CHIA YANG	2	475,000	2,538.95	0.00	3	45.00	2,538.95

	New Mbr	VOLUME	Premium	CWA	Policy Count	Avg Days Pending	Production Credit
Totals for: SHEBOYGAN	7	1,838,771	42,960.08	41.00	14	21.43	11,029.25
LISA KOERNER	3	550,000	3,645.00	47.39	6	28.33	3,145.00
HAILEY SMITH	1	300,000	1,191.00	0.00	1	70.00	1,191.00
JANE ZELLER	0	17,189	7,811.76	0.00	1	4.00	781.18
Totals for: WAUSAU	4	867,189	12,647.76	47.39	8	30.50	5,117.18
Grand Totals for all agents and agencies:	54	5,381,801	348,141.16	3,568.35	80	18.73	77,640.07